

Message Text

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11

ACTION EUR-12

INFO OCT-01 ISO-00 CAB-02 CIAE-00 COME-00 DODE-00 DOTE-00

EB-07 INR-07 NSAE-00 FAA-00 PM-04 H-02 L-03 NSC-05

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FM AMEMBASSY LONDON

TO SECSTATE WASHDC 9005

INFO AMEMBASSY PARIS

AMEMBASSY BRUSSELS

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BRUSSELS FOR FAA

E.O. 11652: N/A

TAGS: EAIR, UK, FR

SUBJECT: CIVAIR - CONCORDE

REF: LONDON 1834

1. CONCORDE-UATCHERS MAY BE INTERESTED IN THE FOLLOW-
ING BITS AND PIECES OF INFORMATION:

A. THE SECRETARY OF STATE FOR TRADE, PETER SHORE,
HAS GIVEN AN UNDERTAKING IN THE HOUSE OF COMMONS THAT
THERE WILL BE NO NIGHT LANDINGS OR TAKE-OFFS OF
CONCORDE FROM HEATHROW AIRPORT. HE ALSO SAID THAT HE
WOULD "LOOK VERY CLOSELY" AT ANY PROPOSAL TO FLY CON-
CORDE SUPERSONICALLY OVER THE UK AND THAT HE WOULD NOT
HAVE A CLOSED MIND ON THIS QUESTION. COMMENT: UK DOES
NOT AT PRESENT HAVE ANY LAW OR REGULATION BANNING SUPER-
SONIC OVERFLYING BUT AS A MATTER OF PRACTICE IT IS NOT
ALLOWED EXCEPT BY PRIOR APPROVAL (FOR TESTING PURPOSES)
AND EVEN THEN ONLY THROUGH SPECIAL CORRIDOR ALONG WEST
COAST. SHORE'S REMARK MAY HAVE BEEN INTENDED TO HELP

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IN NEGOTIATION OF SUPERSONIC CORRIDORS WITH OTHER

GOVERNMENTS, SUCH AS INDIA, WHERE BRITISH HAVE TROUBLE ANSWERING QUESTION OF WHY OTHERS SHOULD ALLOW SUPERSONIC OVERFLIGHTS BY CONCORDE WHEN BRITISH THEMSELVES DO NOT ALLOW THEM.

B. COMMENCEMENT DATE FOR U.S. SERVICES. SHORE TOLD HOUSE OF COMMONS THAT BRITISH AIRWAYS HOPES TO START CONCORDE SERVICE TO NEW YORK AND WASHINGTON IN MAY. WE ASKED GORDON DAVIDSON, BA'S DIRECTOR FOR CONCORDE, IF HE THOUGHT THIS A REASONABLE ESTIMATE. DAVIDSON SAID HE WOULD MAKE NO ESTIMATE BUT IN SHORE'S CASE, HE HAD TO SAY SOMETHING AND SO HE SAID MAY WHICH DAVIDSON CLASSIFIES AS A "POSSIBILITY" IF NO HITCHES DEVELOP. DAVIDSON SAID BA AND AIR FRANCE WOULD PROBABLY START SERVICE AT THE SAME TIME BUT THEN WENT ON TO SAY AF ANXIOUS TO GET STARTED WHILE BA MORE CONSERVATIVE AND WANTED MAKE SURE EVERYTHING READY SO THAT SERVICE FROM OUTSET WOULD BE SUCCESS, AT LEAST FROM OPERATING POINT OF VIEW. FARE LEVELS BEING CONSIDERED BY BA ARE \$1,170 LONDON-NEW YORK AND RETURN AND \$1,240 LONDON-WASHINGTON AND RETURN. THESE LEVELS WOULD REPRESENT ABOUT AN 18 PERCENT INCREASE OVER FIRST CLASS.

C. BAHRAIN SERVICES. LOAD FACTORS ON CONCORDE SERVICE TO/FROM BAHRAIN CONTINUE TO DISAPPOINT BA. THUS FAR FLIGHTS HAVE BEEN AVERAGING BETWEEN 30 AND 40 PASSENGERS AND FLIGHTS ARE FREQUENTLY DELAYED FOR MINOR TECHNICAL REAQONS. IN ATTEMPT TO BOOST CONCORDE TRAVEL, BA INTRODUCED BUSINESSMAN'S PACKAGE TOUR SELLING FOR ABOUT \$1,500 AND PROVIDING ROUND-TRIP SUPERSONIC TRAVEL PLUS THREE NIGHTS IN A LUXURY HOTEL.

D. PILOT SALARIES. BA RECENTLY CONCLUDED DEAL WITH PILOTS UNION TO PAY ITS MEMBERS AN EXTRA \$5,700/YEAR FOR FLYING CONCORDE. WE UNDERSTAND UKG GAVE PERMISSION FOR SETTLEMENT, WHICH GREATLY EXCEEDS ENGLISH POUNDS 6/WEEK PAY RISE LIMIT, ON THE BASIS THAT THE INCREASE WOULD CONTINUE ON "UNDERSTANDING" REACHED WITH PILOTS BEFORE PAY LIMIT WAS INTRODUCED. PILOTS HAVE NOT YET REACHED AGREEMENT ON TERMS AND CONDITIONS FOR FLYING LIMITED OFFICIAL USE

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CONCORDE. THEY WILL PROBABLY HOLD THIS FOR NEGOTIATION AFTER THE SHAPE OF THE GOVERNMENT PAY POLICY'S SECOND STAGE IS KNOWN WHICH MAY GIVE THEM GREATER NEQOTIATING LATITUDE.

MILLER

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